

# In OBPA Industrial Park CompAS: Firm Ranks As Largest Employer

**BY SUE ELLEN FISHER**  
Despite popular belief, CompAS, the local manufacturer of circuit boards, is the largest employer in the Ogdensburg Bridge and Port Authority's Light Industrial Park area.

The Ogdensburg plant manufactures circuit boards for other firms like Stratus, Bytex, Vermont Micro

System and Syracuse area companies, said Frank Lanigan, vice president of finance for CompAS.

**Assembly House**  
"We're a contract assembly house," said Lanigan during an interview from his Brockville, Ontario office. The Brockville-based firm opened its Ogdensburg plant to help enter the U.S. electronics

market. **Employs 180**  
CompAS now employs 180 people in its Ogdensburg manufacturing plant.

Even though the industry is profitable for circuit boards, he said, the number of people employed in the Ogdensburg plant will remain the same for awhile.

"Not at the present time. But the workforce will probably grow in the next couple of years," Lanigan said.

**Firm Optimistic**  
CompAS does not have any new products in mind for the next year but Lanigan says he feels optimistic that product sales for their present products will continue to rise.

"We expect to increase product sales this year by 25 percent or so. We feel optimistic for the next few years. We think it (next year) will be a good year," he said.



**GRAN VIEW** — The Quality Inn Gran View Restaurant and motel west of Ogdensburg has seen steady growth under proprietor Louis Williams, Jr. Williams says that

despite the weakened Canadian dollar, the Inn continues to attract a substantial Canadian clientele. See Story Page 11



**ACCO INTERNATIONAL** — Acco, located just west of Ogdensburg, employs about 225 employees. The company has provided a steady reliable payroll for Ogdensburg area residents. The firm manufactures school and office supplies. (Mitchell Photo)

## Acco Sees Steady Year Ahead In '86

For ACCO International, a division of ACCO World Corporation, living along the St. Lawrence River, outside of Ogdensburg, is a mixed blessing," says Robert LaClair, ACCO plant manager.

"We like to be optimistic. There's a good work ethic among the Northern population. But there's a few disadvantages too," LaClair said.

The biggest problem is a lack of air and rail service, he said.

"Because of a lack of good air service and highway network, we're forced to use our own carrier service to distribute throughout the U.S. It's expensive to bring raw materials in and distribute as far as California," he said.

The ACCO plant in Ogdensburg is being used to its full capacity, he said.

"We're running a full day shift,

part second shift and some third shift. We utilize the extra shifts but what we really need is additional room," LaClair said.

"Expansion of product lines is difficult to contemplate. We're looking for new products and processes, new management tools and to reduce raw material inventory to provide more room," he said.

The goal of the corporation is to increase sales by five percent every year, LaClair said.

ACCO's fiscal year is from April 1 to Mar. 30. If in the last quarter, between January and March, the company is behind, then they run sales to bring the fiscal year up to the planned level, he said, adding, "It's been successful."

ACCO International employs about 225 people and manufactures a variety of office and school supplies.

## Ultramar Buys Gulf Quebec Operations

Ultramar Canada Inc. and the Gulf Canada Limited announced that Ultramar has agreed to purchase the refining and marketing fixed assets of Gulf Canada Limited in Quebec and the Atlantic provinces for \$120 million. The sale will be effective Jan. 8, 1986.

Ultramar Canada plans to make further capital expenditures over the next five years on its refining and marketing operations in Eastern Canada.

Jean Gaulin, President of Ultramar Canada Inc., explained "The purchase of Gulf's assets will secure Ultramar's long term presence in Eastern Canadian markets. This acquisition will allow the company to become a stronger competitor by maintaining an economical and reliable supply of high quality oil products to all its customers, old and new. It will also enable Ultramar to increase the utilization of the Quebec City refinery from present uneconomic levels."

"Ultramar will offer jobs to approximately 880 Gulf employees involved in marketing operations in Quebec and the Atlantic provinces.

They will be given full credit for their years of service with Gulf and will participate immediately under Ultramar's benefit program or under existing Gulf programs which will be adopted by Ultramar," he said.

Gulf Canada announced in August it will close its Montreal refinery and will stop processing crude oil as planned on Dec. 31, 1985. The refinery storage facilities will continue to be used by Ultramar Canada as an oil product terminal and a number of employees will be retained to operate it. Gulf Canada will provide employees terminated by them with pension arrangements and/or separation allowances.

Ultramar will supply products to the former Gulf network from its Quebec City refinery. The refinery has a capacity of 100,000 barrels per day and was upgraded in 1983 at a capital cost of \$310 million.

"This occurred at a time when little capital investment was being made in Quebec and reflects Ultramar's confidence in the future of the province," Ultramar officials say.

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